

## Message Text

UNCLASSIFIED

PAGE 01 STOCKH 02571 151227Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
-----151228Z 076269 /53  
R 151130Z JUN 77  
FM AMEMBASSY STOCKHOLM  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0875

UNCLAS STOCKHOLM 2571

FOR: BIC/OIM/DTRAFTON OR ACAYA

E.O. 11652: N/A  
TAGS: BEXP, BTRA, SW  
SUBJECT: PMS WELLCO CARPET CORP. AND J.A.I. GROUP

REF: USDOC 10769 OR USDOC 10921

1. PLEASE INFORM SCOTT SMITH OF WELLCO THAT JUNE 24 IS A SWEDISH HOLIDAY AND THE TRADE CENTER WILL CONSEQUENTLY BE CLOSED.
2. WE SHALL MAKE EVERY EFFORT TO DEVELOP CONTACTS FOR SMITH OF WELLCO AND NORTON OF J.A.I. FOR JUNE 27, AND JUNE 27 AND 28 RESPECTIVELY.
3. WE BELIEVE THAT BUSINESSMEN WHO MAKE VISITS TO EUROPE, AND PAY FOR SERVICES WE OFFER, EXPECT TO SEE A NUMBER OF HIGH QUALITY PROSPECTIVE BUYERS OR AGENTS. AS YOU NOTED IN REFTELS, DEVELOPING APPROPRIATE CONTACTS DURING PERIOD ROUGHLY FROM JUNE 15 TO AUGUST 15 IS VERY DIFFICULT, AND OFTEN IMPOSSIBLE. IN ORDER TO AVOID EMBARRASSMENT, WE THEREFORE FEEL OBLIGED TO SPEND AN INORDINATE AMOUNT OF TIME, WHEN OUR PERSONNEL RESOURCES ARE REDUCED BECAUSE OF VACATIONS, ATTEMPTING TO MEET OUR OWN AND VISITING US BUSINESSMEN'S STANDARDS AND EXPECTATIONS. FOR THESE REASONS WE WOULD BE MOST APPRECIATIVE IF YOU WOULD NOT ONLY INFORM PROSPECTIVE VISITORS TO STOCKHOLM

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OF THE DIFFICULTIES IN MAKING GOOD CONTACTS DURING THE SUMMER VACATION PERIOD, BUT, WHENEVER PRACTICAL, ACTIVELY DISCOURAGE THEM FROM SEEKING THESE SPECIFIC SERVICES DURING THIS TIME.  
PERRY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Review Markings:**  
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